

# Utah BAC Presentation

## NTUA Wireless

Velena R. Tsosie, General Manager

John Champagne, Rural Broadband Business Development

# Who We Are

- NTUA Wireless (NTUAW) is a public private partnership between Navajo Tribal Utility Authority (NTUA) and ATNI/Commnet now 10 years old
- Tag-Line: “Navajo Owned- Navajo Proud”
- NTUA is a non-profit tribal utility established in 1959 that supplies electricity, water, natural gas, wastewater treatment, solar power services to residents throughout the 27,000 square-mile Navajo Nation.
- Commnet Wireless, owned by NASDAQ traded ATNI, specializes in building telecom networks in very rural areas of the country
- NTUAW has 75 employees (100% Navajo) with HQ in Chinle AZ
  - Enterprise Sales Team
  - Retail Distribution (Stores) in 6 NTUA District Offices
  - Mobile Retail Team
  - Local Call Center with Navajo speaking representatives
  - Installation/Field Technician team
  - Local Marketing
  - Local Distribution Center

# Utilizing Federal Programs

- In June of 2019, completed a 170 mile fiber build – funded with E-Rate special construction and state matching funds (\$7.7M)- for the Apache County Schools Consortium in Arizona that includes schools located both on the Navajo Nation and the White Mountain Apache Tribe.
- Recently, NTUAW was awarded, through the Connect America Fund II program, \$28.4M over 10 years to increase its broadband services to more than 7,000 unserved locations on the Navajo Nation.
- Received \$4.3M from the USF Lifeline Program during calendar year 2018 as a reimbursement for providing Lifeline discounts to Tribal customers on the Navajo Nation.

# Early COVID-19 Response (Pre CARES)

- **FCC Pledge:**
  1. No service terminations for customers who notify us that they are unable to pay due to COVID-19 hardships
  2. Structure of the payment relief offer:
    - A. No service fees or late fees charged
    - B. The FCC requested that the Pledge be offered starting March 2020, we extend through January 2021 to allow for appropriate communications and account transitions
    - C. Customers need to resume payments in by their January 2021 billing cycle
    - D. Any outstanding balances can be paid off by Jan 31 (6 months)
- **Student/Teacher Discount Plan:** K-12, College Students & Teachers
  - Discounted the \$59.99 (6 MB down) Plan to \$29.99
  - Microsoft Donation paid for 900 students/teachers
  - Navajo United Way paid for 200 students/teachers
  - Continue to offer the discounted price at \$29.99

# NTUAW COVID-19 Response

- Applied for and received 2 Special Temporary Authority (STA) authorizations from the FCC to utilize the unused 700 MHZ spectrum from AT&T and T Mobile, on the Nation
  - Rapidly deployed in summer of 2020 to leverage 54 existing tower sites for short term broadband capacity
- Installed a 600 MHZ overlay at critical location such as Tuba City providing 3X capacity
- At the request of Navajo Nation Council and Navajo Nation Telecommunications Regulatory Commission, deployed a COW (Cell-On-Wheels) to Low Mountain
- Awarded the contract for IHS Service Unit in Kayenta (Dennehotso, Inscription House, Kayenta)
- Set up communication facilities for Shiprock Hospital Command Center, Inscription House EMS, Navajo Nation Fire Department Command Center in Kayenta, and Navajo Nation Division of Community Development

# Low Mountain COW

**FOR IMMEDIATE RELEASE:** June 28, 2020



PHOTO: A cell on wheels (COW) unit operated on the Choice NTUA Wireless network was turned 'on-air' Friday, Jun. 26, at the Low Mountain Chapter House in Low Mountain, Arizona. A ribbon cutting ceremony was held to commemorate the first-ever cellular access for the surrounding area.

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# NTUAW Food Delivery

- A \$20K NTUAW contribution (matched by \$10K from Commnet) was provided to assist with food packaging and delivery to those with limited mobility during COVID-19 crisis
- NTUAW assisted with packaging and delivery of supplies



# D.O.E.R. Recognition

The FCC announced the 2020 Digital Opportunity Equity Recognition (DOER) Program honorees. We are very proud to share that NTUA Wireless is listed for our efforts and response during the COVID-19 crisis.

The Navajo Nation needed a company to “step-up” during these unprecedented times. Because of our efforts and impressive work during a very difficult time, we have shown the Navajo Nation what it means to be a leader. Our people have been forced to work and attend school remotely, NTUAW helped make this all possible.



October 1, 2020

# CARES Act 2020

The CARES Act Legislation was signed into law by the Navajo Nation President Jonathan Nez on August 16, This is another example of the OPVP, NN Council, Navajo Nation Telecommunications Regulatory Commissions, the 24<sup>th</sup> Navajo Nation Council, the local Chapters, NTUA, and NTUA Wireless all working together to make this happen.

- \$32 million allocated for broadband expansions
  - 4 new Tower sites
  - 102 sites of Mid-Band spectrum deployment
    - Providing 25/3 Mb Wireless Broadband plans
    - Leveraged legacy sites for rapid deployment
  - Built out fiber to towers and critical areas to add diversity
    - Included Page and Tuba City, AZ
  - Constructed and provided broadband at 41 Hot spots including schools, fairgrounds, chapter houses

# E-Rate – Navajo Consortium

- Manage by NN DODE, the Nation set up an E-Rate Consortium to deliver broadband to BIE Grant Schools, Head Starts, and Chapter Houses
- Chapter Houses were certified as Libraries to receive special construction and 100 Mb service
- NTUAW was awarded 68 Chapter Houses and project is currently in construction
- Complicated project with ROW issues and limited local IT support services
- Utah was not included in the Consortium

# Looking Ahead....

- Looking at ARPA, NTIA Tribal Broadband, and various state funding programs to continue to build out needed infrastructure
- Identified 30+ FTTH project areas to offer 1 Gb service
  - Pilot market is in engineering at Window Rock, AZ
- Several projects identified in Utah:
  - Fiber to Monument Valley and Navajo Mtn
  - Tower upgrades at Anneth, Bluff, Red Mesa, Mexican Water
  - Fiber builds connecting to Emery Telecom
  - Extending broadband to newly acquired electric distribution areas
  - Fiber connectivity to new solar project
- Interested in working with state governments on local planning

# Emergency Broadband Benefit

Launch on Wednesday, May 17, 2021

- Program is temporary and expires when funds are exhausted or six month – whichever comes first.
- \$75.00 Discount
- 9 Mbps
- Free Installation
- On-line or In-Person
- Radio
- Newspapers
- Social Media
- Signs/Posters
- Mobile Team
- Letters/Fliers to Schools



Existing TLL Choice Cust with BB Services	136
Existing TLL Choice Cust with NO BB Services	112
TLL with Another carrier, new BB service	132
TLL with Another carrier, existing BB service	169
<b>Total:</b>	<b>549</b>



# Mobile Retail Initiative

- We have found one of our most successful initiatives to be mobile retail events.
- Through these events, we extend our reach to bring services to the people.
- We host regularly scheduled mobile events at flea market events across the Nation and at Chapter events to coincide with Food Distribution Day.
- Examples of Chapters where we've provided service:
  - Aneth
  - Bluff
  - Montezuma Creek
  - Red Mesa
  - Mexican Water



# Community Involvement

- NTUAW gives back to the community by sponsoring and attending events each year.
- NTUAW annually is the title sponsor of the two largest basketball tournaments on the Navajo Nation.
- NTUAW and ATNI combine to provide \$40,000 in annual scholarships to needy Navajo students.



NAVAJO TRIBAL UTILITY AUTHORITY

# SCHOLARSHIPS

Application deadline: April 26, 2019. Visit: [www.ntua.com](http://www.ntua.com)

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Page Liked · April 23 ·


Choice NTUA Wireless, ATN International, and the Navajo Tribal Utility Authority are proud to offer scholarships in the communications and energy industries to the promising and talented students living in the Navajo Nation. The application deadline is swiftly approaching. Please share this opportunity with a student you know! <http://ntua.com/scholarship-program.html>

5 2 Comments 3 Shares

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Most Relevant

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**Choice Wireless**  
Page Liked · April 17 ·


Choice NTUA Wireless is always looking to give back to the community and support education! We were at Rock Point Community School distributing backpacks filled with supplies to the recipients of the School Supply Scramble. #ChoiceNTUAWireless #NavajoEducation


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Love Comment Share

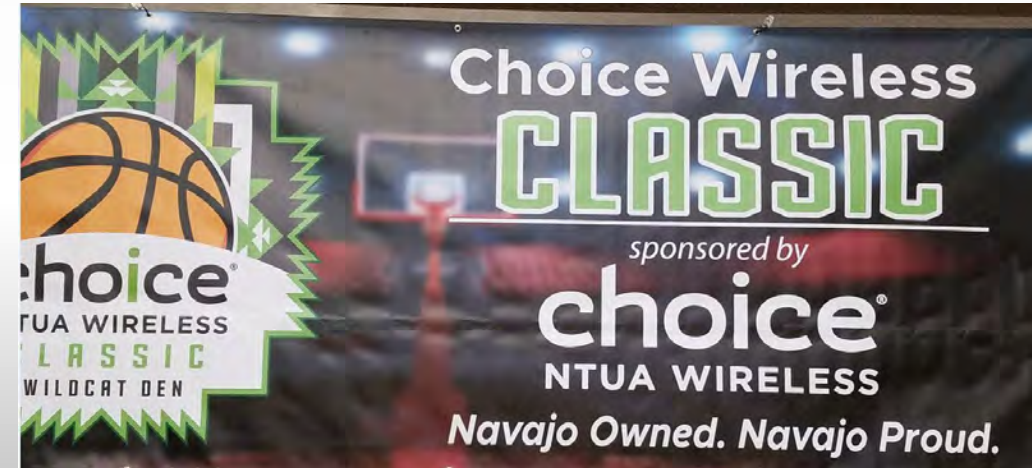
Most Relevant

 **Jax King** Cool Bubz  
Like · Reply · 8w

 **Sheri Begay** Brandon Jones they got the awesome pose of brock...lol  
Like · Reply · 8w

 **Lann Yazzie**

Write a comment...



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# Value to Navajo

- In 2018, NTUAW instrumental in helping San Juan County, UT to elect its first ever majority Native Navajo County Commission.
- NTUAW accomplished this by providing free Broadband at all of the County's Voter Registration events that enabled the Native Navajo residents of the County to register to vote and ultimately elect the Commission.

## San Juan County's first majority-Navajo commission sworn in

By Cindy Yurth · January 7, 2019



Navajo Times | Cindy Yurth

Willie Greyeyes and Kenneth Maryboy (second and third from right, respectively) are sworn in by a judge along with other elected officials this morning.

# Industry Recognition – Competitive Carriers Association

## Outstanding Service Award

NTUA Wireless, LLC (NTUAW) – Last summer the Navajo Nation Human Rights Commission requested that NTUAW provide broadband access to voting polls in the San Juan County, Utah. Records did not accurately reflect Navajo voter registrations and the lack of broadband access at voter registration events made it impossible for Navajo voters to register. The NTUAW customer care team installed free broadband and WiFi at each voter registration event and technicians were onsite to provide support. For the first time in history, Navajos, who hold a majority of the population in the county, were elected to a majority of the governing body seats in the county.



CCA President and CEO Steve Berry presents Outstanding Achievement Awards at the association's 2019 Annual Conference in Providence, RI yesterday. Names of the recipients are listed below.



# NTUA Solar Development: Red Mesa Tapaha Solar Project

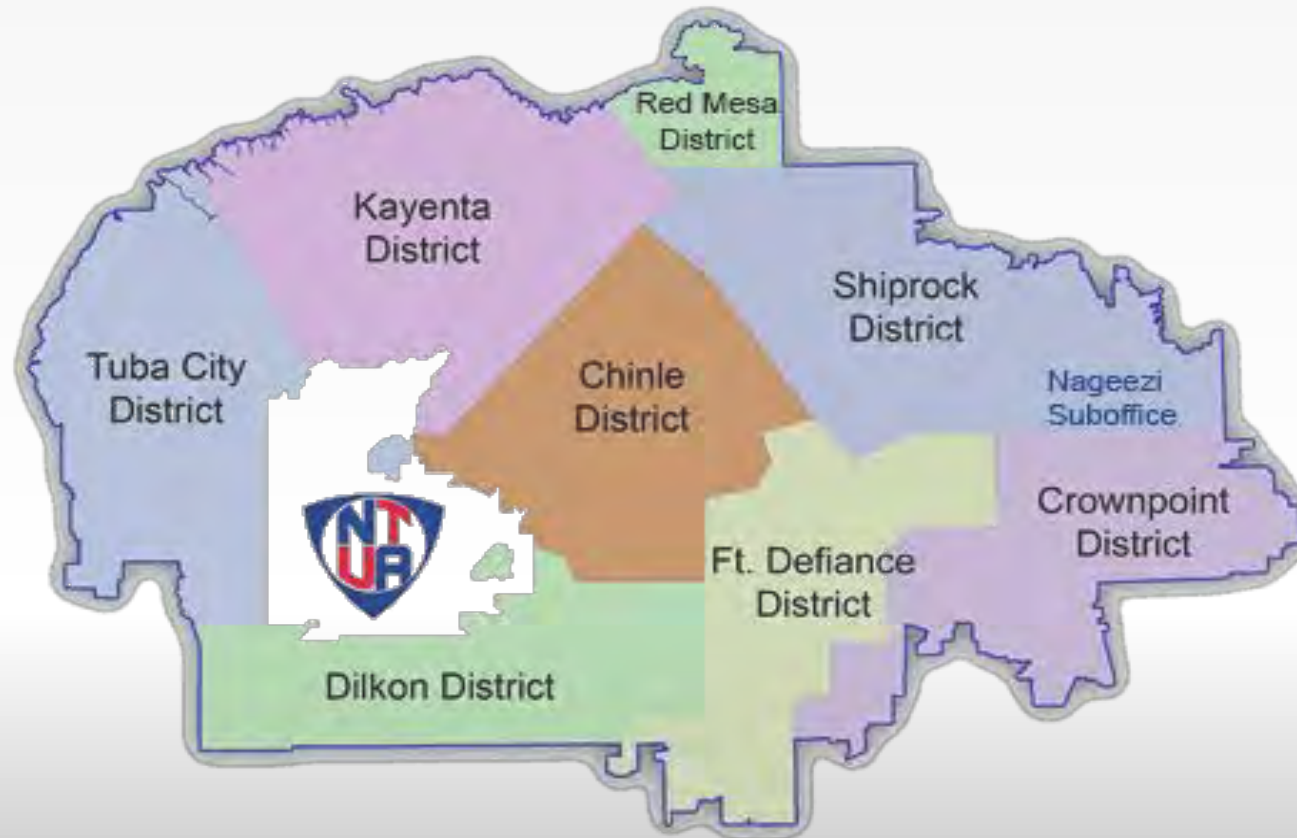
## Bringing Solar Development to Red Mesa Community in Southern Utah



7/9/2021

# NTUA Solar Development: Red Mesa Tapaha Solar Project

**NTUA Services The Navajo Nation Which Is Located in Utah, New Mexico and Arizona**

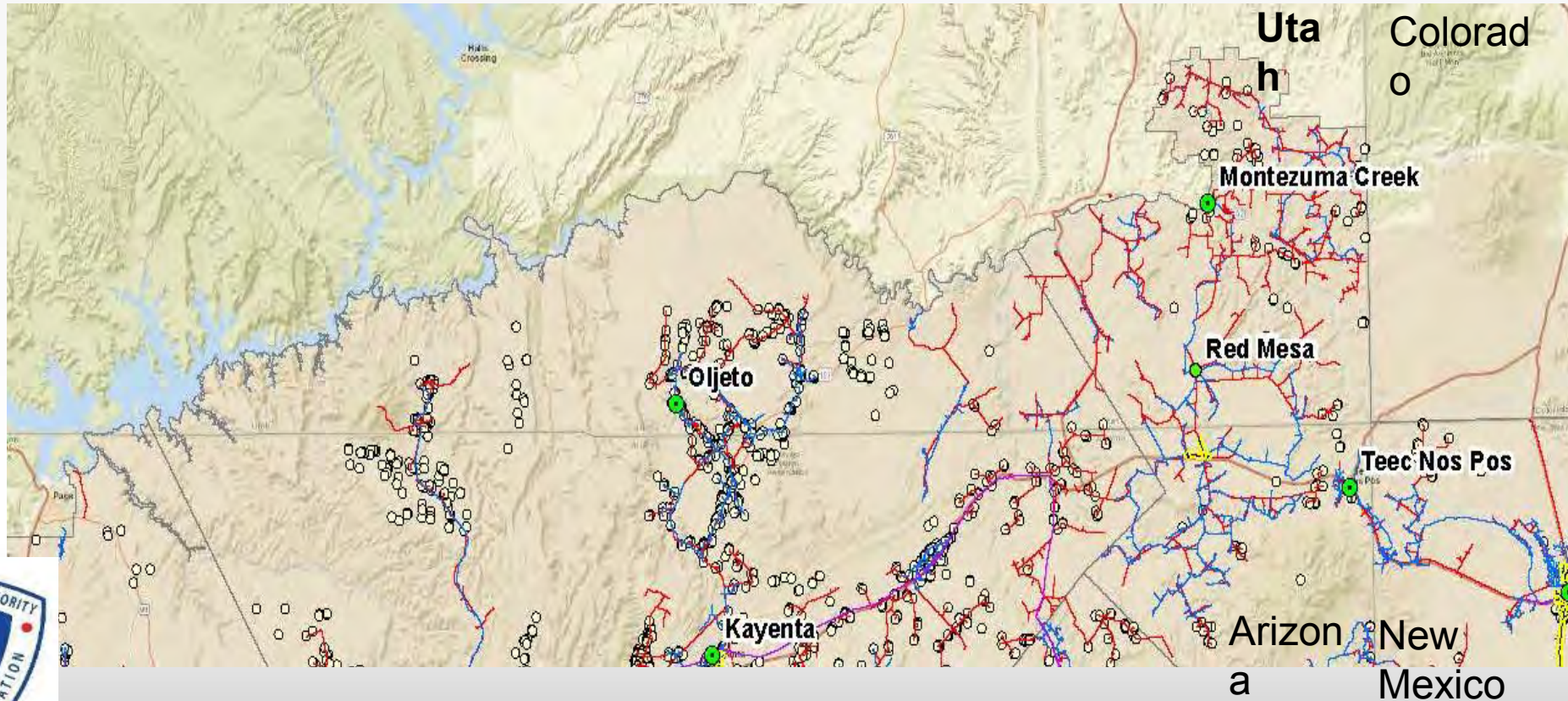


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# NTUA Solar Development: Red Mesa Tapaha Solar Project

## NTUA Service Territory In Utah



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# NTUA Solar Development: Red Mesa Tapaha Solar Project

## NTUA Supports Utah, Navajo Nation

### CARES Act 2020 Non-Telecom

- Since March 2020, NTUA committed to not disconnect utility services to homes served by NTUA for non-payment
- Replaced 7 pumps and motors for wells within Utah Navajo and 2 pumps and motors within the Red Mesa Chapter
- Connected 19 homes in Red Mesa Chapter / 735 homes total to the NTUA electric system
- Constructed solar unit for 1 home in the Red Mesa Chapter / 300 homes total on Navajo Nation
- NTUA completed 2 projects to improve the electric distribution system in Utah Navajo
- Broadband improvements: During pandemic NTUAW committed not to disconnect services for non-payment from March through June 2020
  - 20 families/individuals are receiving broadband services and 8 families signed up for Student/Teacher discount services (free equipment, 4 months of free service and after 50% reduction in the monthly rate \$29.99/month)



# NTUA Solar Development: Red Mesa Tapaha Solar Project

## Project Overview

- The Red Mesa Tapaha Solar Project, a 70MW solar generation project, will serve both the citizens of the Navajo Nation and sixteen municipal members of the Utah Associated Municipal Power Systems (UAMPS)
- The project is scheduled to deliver power to UAMPS and NTUA in the early third quarter of 2022
- The UAMPS has agreed to purchase 66MW of the 70 MW from the project for a period of 25 years
- The remaining 4MW will be used by NTUA to serve its customers throughout the Utah portion of the Navajo Nation
- The Red Mesa Tapaha Solar Project will be set on approximately 550 acres. The Red Mesa Chapter approved 700 acres for this purpose
- Fiber Optics cable will be built into the area providing additional high speed and capacity broadband opportunities for homes, schools, and businesses
- NTUA's goal is to connect the remaining unserved homes in the Red Mesa community and Utah portion of the Navajo Nation with electricity in the next 5 years. The Red Mesa Tapaha Solar Project will help accomplish this goal.



# NTUA Solar Development: Red Mesa Tapaha Solar Project

## Direct Benefits to Navajo Nation & Red Mesa Community

- Approximately 300 construction jobs will be created
- Specialized solar job training will be provided
- Projected construction period is 9-12 months
- Red Mesa Chapter, in coordination with NTUA, will host job fair(s) and job training workshops
- Multiple permanent jobs will be created
- As a benefit of the project build-out and a commitment by NTUA, NTUA will provide 2 scholarships and 1 internship annually for students within the Red Mesa community



# NTUA Solar Development: Red Mesa Tapaha Solar Project

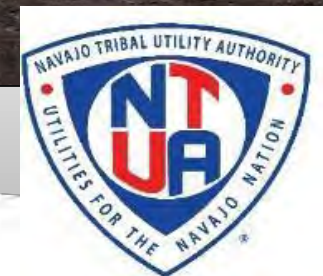
- Navajo Nation President Nez Signed the Lease on April 7, 2021 at a signing ceremony at the Red Mesa Chapter House
- Ceremonial Groundbreaking anticipated to occur in September 2021
- NTUA anticipates multiple job fairs at the Red Mesa Chapter House, with the first occurring in the next 45 days upon coordination with Chapter Officials.
- Solar Construction to commence in Fourth Quarter of 2021
- Solar Construction completion in early Third Quarter of 2022



# NTUA Solar Development: Red Mesa Tapaha Solar Project

## Direct Benefits to Navajo Nation & Red Mesa Community

- NTUA acquired the electric system within the Utah portion of the Navajo Nation from Rocky Mountain Power in December 2016. At the time NTUA acquired the electric system, 304 homes within the Utah portion of the Navajo Nation did not have electricity. NTUA has connected 194 homes to the electric grid and NTUA's goal is to connect the remaining 110 homes from revenue from the Red Mesa Tapaha Solar Project
- Margin derived from the Red Mesa Tapaha Solar Project will help provide funding to bring electricity to those remaining families in the Red Mesa Chapter and additional Navajo families living within the Utah portion of the Navajo Nation currently without electricity and will also help keep electric rates low for NTUA's existing electric customers



Questions

Thank you.